

Message Text

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PAGE 01 PRAGUE 00837 030828Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
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R 030740Z APR 78
FM AMEMBASSY PRAGUE
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INFO USDOC WASHDC
AMEMBASSY BELGRADE
AMEMBASSY BERLIN
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY SOFIA
AMEMBASSY MOSCOW
AMEMBASSY VIENNA
AMEMBASSY WARSAW

LIMITED OFFICIAL USE PRAGUE 0837

USDOC FOR BEWT; VIENNA FOR TRADE FAIR SUPPORT OFFICE

E.O. 11652: NA
TAGS: EALR, EEWT, CSCE, CZ
SUBJECT: U.S. FIRMS RECEIVE GOC PERMISSION TO OPEN
REPRESENTATIVE OFFICES

REF PRAGUE 0530

1. HEWLETT-PACKARD HAS BECOME SECOND, AND IBM POSSIBLE THIRD
U.S. COMPANY TO RECEIVE GOC PERMISSION TO OPEN REPRESENTATIVE
OFFICE IN PRAGUE. AS REPORTED REFTEL, H-P AND IBM TOLD US
IN 1977 THEY WERE APPLYING TO OPEN REPRESENTATIVE OFFICES. FORMER
WAS INFORMED MAR 30 BY GOC THAT PERMISSION HAD BEEN
GRANTED. H-P OFFICIAL SAYS IBM HAS RECEIVED GOC APPROVAL AS WELL.

2. H-P PLANS TARGET DATE OF JUNE ONE TO OPEN OFFICE DUE TO
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DIFFICULTY IN OBTAINING SUITABLE QUARTERS AND FACILITIES,
H-P MAY SETTLE FOR HOTEL-ROOM OPERATION IN EARLY MONTHS. OFFICE WILL
BE
BRANCH OF H-P'S VIENNA BASE AND WILL PROBABLY BE MANNED BY ONE
THIRD-COUNTRY NATIONAL PLUS SMALL LOCAL STAFF.

3. H-P SOURCE IS PRESENTLY IN PRAGUE FOR FIVE DAY TOUR WITH

MOBILE DEMONSTRATION VAN OF H-P ELECTRONIC INSTRUMENTS
LINE, AND CONSIDERABLE INTEREST HAS BEEN GENERATED TO DATE.
H-P HAS SOLD APPROX 500 PIECES OF EQUIPMENT IN CZECHOSLOVAKIA
SINCE 1968 INTRODUCTION, AND SOURCE NOTES THAT ALTHOUGH CZECHOSLOVAKS
HAVE VOICED SOME DISMAY OVER POOR SERVICE FACILITIES THROUGH
LOCAL SUBCONTRACTOR, NEGOTIATIONS ARE CURRENTLY UNDERWAY TO
SECURE BETTER SERVICE FACILITY, SINCE REP OFFICE WILL NOT DO SERVICIN
G
ITSELF.
DECONTROL UPON RECEIPT.
BYRNE

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Message Attributes

Automatic Decaptioning: X
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Disposition Case Number: n/a
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